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THE Publishers' Weekly
The American Book Trade Journal

Published by R. R. Bowker Co. at 241 West 37th Street, New York
R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, $5.00 a year.

VOL. XCV NEW YORK, JUNE 7, 1919 No. 23

June 20

John Galsworthy's SAINT'S PROGRESS

Easily the most significant book-selling event of the summer, because

1. It is a novel about a problem uppermost in the minds of all men: the breaking up of old-time faith and the gap between the generations that the war has caused. For, as young Morland says in the story: "It's going to be—it's got to be—a young world from now on. What's the use of pretending it's like it was?"

2. Mr. Galsworthy's visit and widely quoted lecture tour have made him the most conspicuous literary figure before American readers this year.

3. It will have back of it the heaviest advertising appropriation ever given even a Galsworthy novel.

Charles Scribner's Sons, New York

Rei-Lee Books

A BOOK that has all the earmarks of a great popular success . . . .

HULDY'S WHISTLE

By ANNE ARCHBOLD MILLER

THIS is the glad story of "Whistle"—a red-blooded, two-fisted little boy who was a trial to his folks but who was "made over" by Huldy's joyous philosophy of living—*puttin' glory into good.*

It is a quaint, tender and appealing story—an idyll of the home, steeped in the romance of everyday life and instinct with that "culture of the heart" which after all is the very foundation of human happiness.

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24 pen-and-ink illustrations.
Cloth. $1.35 net.

REILLY & LEE CO. PUBLISHERS CHICAGO

The
WHITMAN CENTENARY

The biggest book advertisement ever produced

A PUBLIC event, a great democratic rite in which millions took part, the Centenary established Whitman as the classic American poet whose "Leaves of Grass" will share a place on the family bookshelf with Lincoln's addresses and the Bible.

Whitman meetings, sermons, editorials, news, —for Whitman was front page copy for a while,— all over the country, reached perhaps the whole reading public, which means, Mr. Bookseller, the whole bookbuying public.

WE'VE got a stack of clippings four feet high. When we decided to quote only the metropolitan journals, we found we'd need a billboard. So we just mention off-hand that The Literary Digest was among the numberless periodicals that named Whitman "the American prophet." The Outlook reminded its readers that Lincoln, seeing Whitman, remarked: "He looks like a man," and spoke about his "Gospel of Democracy."

AMONG the newspapers, The N. Y. Times announced him as "The Poet of Democracy, the Modern Man, the poet best known abroad, and most accepted at home." The N. Y. Sun expanded upon "the remarkable fitness of his verses to these times," and The N. Y. Evening Post declared that "of all American poets, Whitman is at the present time the most interesting, the most completely living and the most important."

THERE you have the most stupendous advertising campaign in literary history, powerful because nobody planned it, because the reading public has faith. This reading public is some 50,000,000 strong. Most of them will want to know Whitman's books, and some are going to step into your store, Mr. Bookseller, and look for the authorized edition of "Leaves of Grass" on your shelves.

A good time for a Whitman display
—While centenary memories are fresh

DOUBLEDAY, PAGE & COMPANY

GARDEN CITY NEW YORK

W. L. George vs. H. G. Wells

THE CHICAGO DAILY TRIBUNE: SATURDAY, MAY 17, 1919.

PAGE of BOOK NEWS and REVIEWS Edited

W. L. George's "Blind Alley"

BY BURTON RASCOE.

W. L. GEORGE began writing as a professedly ardent disciple of H. G. Wells. He may end by leaving the greater work of the two. Already the pupil has surpassed the master in open competition on the same theme. For "BLIND ALLEY" is a greater novel than "Joan and Peter" and they both treat of the effect of war upon the people of England.

I have read "Blind Alley" twice since it was published three weeks ago. The first time I sat up until dawn to finish it. That may and usually does indicate only that the author is exceedingly ingenious in complicating the affairs of his characters, and that the reader is merely interested in seeing how these complications are finally straightened out. It is more often the fate of detective stories to be read at a sitting than that of fine fiction.

But in this instance the reason was otherwise. The author had made his characters so real and human to me and had written with such convincing emotion and with such resolute courage of their plight in the war that I had no choice but to hear without interruption all that Mr. George had to say about them. I have read the book again to see whether the effect he produces would stand the test of rereading. It does. And the suggestion deepens that this is an extraordinary and a significant novel.

* *

YOU see, Mr. George has tried, and I think successfully, to depict all classes of English society in their reaction to and their part in the war. He has attempted to present men and women as they were actually by way of thinking and doing under the stress of the great crisis, with all the amazing contradictions between their expressed opinions and their actual deeds, their illogicality, their psychic breakdown, their return to elementals, their suffering, their groping, their mass and class hatreds, their intolerance, their pitiable pettinesses, and their sustaining illusions.

He takes as his protagonist Sir Hugh Oakley, a cultured, temperate, somewhat naïve gentleman, untouched by cynicism, and blind even to obvious realities. Sir Hugh has as a wife a magnificent creature, something of a Valkyrie, much of a snob, all instinct and convention, and no logic, who believes implicitly in king and country and the glory "that is forever England." Sir Hugh is profoundly grieved and perplexed by the war and thinks that, somehow, it might after all have been avoided. His wife accepts it without question, and has even less doubt of its desirability when his son returns from France, the splintered wreckage of what was once a vigorous and promising youth. Sir Hugh sees everywhere incompetency, blind malice, the masses swayed by reactionary old men, the forces of liberalism and democracy downed at every turn by expediency.

One daughter, Sylvia, a neurotic, irresponsible girl, marries a man she has known only a short time, just before he goes to war. This husband is killed and she marries another, and while that one is in France she slips into an irregular relationship with a third, is found out, divorced, and enceinte, is forced to marry this temporary lover whom she really cares little for and who cares little for her. The war had meant freedom and unrestraint for Sylvia, the removal of all the usual fetters which protect young women from mistakes of passion. And she profited by this laxity, and suffered by it also. Sprucely clad in the uniform of a volunteer in the woman's automobile auxiliary corps, she dashed through the streets with handsome young officers and with elderly, flattered generals, smoked more cigarets and drank more cocktails than was good for her, and found the war a very delightful and exciting affair. Meanwhile her unrestraint and self-will leads her into a blind alley of botched love and disillusion.

Monica, the younger daughter, convinced that she must do her bit, goes to work in a munition factory. There the proprietor, a married man, after resisting his impulse for weeks makes known his affection for her. She, too, falls in love with him. But he, unwilling to give up his wife and child whom he still loves, and lacking the courage to face the consequences of accepting Monica's full proffered love, temporizes and delays until the affair ends in a blind alley of unsatisfied passion and spoiled youth for Monica.

Stephen, the son, comes back, a "crock," as he terms it, an invalid for life, and it is from Stephen's lips that fall the most bitter commentaries on the conduct of the war. This youth, grown old and cynical through his war experience and yet cheerily resigned to his own fate and to his belief that men will forever be tragic simpletons learning nothing from the tragedies of their own making, is perhaps Mr. George's most anguishing and impressive figure.

* *

WE get an illuminating study in the psychology of the conscientious objector, a glimpse of the effect of war upon the serving class, an insight into mental attitude of the nobility. And from Sir Hugh, as the vehicle of Mr. George's own reflections on events, we get the reasoned questions of an Englishman as to whether anything has really been accomplished in the war to prevent further wars.

The book ends upon a note of deep pessimism. Everything, it seemed, to Sir Hugh, had run into a blind alley, and he himself sees no way out of it, so long as human nature is constituted as it is. But, meanwhile, whatever the message of the novel, we have a convincingly realistic picture of English society during the war, and a most sanely ironical interpretation of events. There are many passages of great dramatic power, many scenes that are profoundly moving. [Little, Brown.]

The wise bookseller will use this page as a reminder to order.

These books have just been published:

SHERWOOD ANDERSON'S *Winesburg, Ohio,* $1.50.

GILBERT CANNAN'S *Everybody's Husband,* 75c.

These books will come at once:

THORSTEIN VEBLEN'S *The Vested Interests,* $1.00.

FRANCIS NEILSON'S *The Old Freedom,* $1.00.

LAJPAT RAI'S *The Political Future of India,* $1.50.

These popular books, recently out of stock, will be restored early this month:

FEUCHTERSLEBEN'S *Health and Suggestion,* $1.00.

BISHOP'S *The Road to 'Seventy Years Young,'* $1.20.

GRIGGS'S *The Use of the Margin,* 60c.

NEARING'S *The Super Race,* 60c.

BRENT'S *The Sixth Sense,* 60c.

RAI'S *Young India,* $1.50.

PINSKI'S *The Treasure,* $1.25.

How many of the above can you use?

B. W. Huebsch

32 WEST 58TH STREET NEW YORK CITY

BOOKMEN'S

12TH ANNUAL

FIELD DAY

TUESDAY
JULY 8TH

Hinsdale Golf Club

Chicago

¶ *Our June 1st Trade Order List is now ready for distribution. If you have not received a copy, send us a post card request to-day.*
The several minor price changes appearing therein are now in effect.

EIGHT NOTABLE SPRING BOOKS GOING STRONG

THE YEARS BETWEEN
Rudyard Kipling

"WITH THE HELP OF GOD AND A FEW MARINES"
Brig. Gen. A. W. Catlin

THE CRICKET
Marjorie Benton Cooke

NOMADS OF THE NORTH
James Oliver Curwood

THE ARROW OF GOLD
Joseph Conrad

CHRISTOPHER and COLUMBUS
By the author of "Elizabeth and Her German Garden."

MA PETTENGILL
Harry Leon Wilson

THE SEE-SAW
Sophie Kerr

DOUBLEDAY, PAGE & COMPANY, ***Publishers***
Garden City :: :: :: :: New York

THIS IS A FRIENDLY WARNING!

You recall how unprepared the trade was for the tremendous and country-wide demand for "The Four Horsemen of the Apocalypse"

MARE NOSTRUM

(OUR SEA)

By Vicente Blasco Ibanez

Bids Fair to Outsell Even Its Great Predecessor

THE DEMAND WILL COME FROM

All who have its great companion novel

Mare Nostrum does for submarine warfare what "The Four Horsemen of the Apocalypse" did for the Marne Campaign, and is necessary to a complete understanding of what the war meant, especially in the Mediterranean.

All who look for Sensation in a novel

Mare Nostrum thrills with submarine adventure, with the battle of wits between its hero and the German spy system. It has tremendous sweep and crushing force.

All who look for Permanent Value in a novel

Mare Nostrum contains a picture of the difficulties of a neutral nation, of the temptation to contraband profiteering, its risks and occasional retribution, which is illuminating.

All who love the Sea

Mare Nostrum is steeped in the poetry of the sea; its author has an uncanny power at making the reader feel the wide immensity of the sea, especially below the surface.

This wonderful novel translated into colorful distinguished English by Charlotte Brewster Jordan will unquestionably be the most widely read and talked of book of 1919.

To Be Ready August 1st

SEND IN YOUR ORDERS IN ADVANCE

E. P. DUTTON & COMPANY

Publishers - - 681 Fifth Avenue - - New York

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

June 7, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Post-War Publishing

THE closing of the war period, which is going to open to the publishing and book-trade many new channels for activity, may also give an opening for activities that will not be so much to the credit of this trade. Those who believe in upholding the best traditions and who know that such standards are for the ultimate benefit of all concerned, should do what they can to see that the public does not have occasion to remember with regret the publishing activities of the post-war period. There are two directions in which such mistaken activities are likely to occur—the use of the uniform in canvassing for book sales and the use of the service list, and especially the list of those who died on the field of honor, to put out memorial volumes that are only intended to be a tax on the parents.

Colonel Arthur Woods, formerly Police Commissioner of New York, and now Assistant to the Secretary of War, is in special charge of the employment problems connected with returning soldiers. Thru the co-operation of welfare associations, national, state and civic bodies, Chambers of Commerce, library unions and the United States employment service, there is machinery that is resolutely facing the problem of employment, and has made a worthy start toward instilling into the mind of the service man that his country is really grateful to him. It is showing employers that the men from the service are entitled and well deserve good civilian positions, without exploiting their uniforms. This uniform should be a badge of honor, to be worn only in significance of the man's services to his country, and not to help him earn a living, which living is his of right.

It is unfortunately true that the selling of books by canvassers is one of the fields in which men are likely to be tempted by the rewards to use their army or navy uniforms in an unfortunate way. There is an undoubted appeal to sympathies in a door-to-door canvass, which leads people to purchase books for which they would not otherwise subscribe. Such selling is not the way that an army man of the best type would wish to earn his living. The War Department does not wish to discourage publishers from employing men from the army and navy, but it does wish to discourage their employment if they are to be asked to use their uniforms as a subtle appeal to the sympathies of the purchaser. Every publishing house should realize that it must back up the War Department in this, and any attempt to use the uniform as a method of selling books should be looked upon as a sales method that will do great harm to the soldier and the soldier's cause.

The other field of publishing which, if not curbed, may bring public discredit upon the publishing profession, is the issue of memorial volumes at prices that are not justified by the book delivered. This country is not likely to allow the records of its dead sons to be forgotten or to go unrecorded, but the natural pride of parents should not be preyed upon by asking them to subscribe to volumes containing memorial notes issued at exorbitant prices.

The book-trade itself knows how to discriminate between the appropriate memorial volume and those published at ridiculous prices to appeal to the uninitiated. Those who know the publishing business and librarians, who may be called upon by parents for advice, should warn parents against heavy subscriptions to volumes that have no official justification, and the expense of subscribing to which is likely to be entirely beyond the value of the book.

"Anything that is done to increase the effectiveness of the Boy Scouts of America will be a genuine contribution to the welfare of the Nation."—WOODROW WILSON.

WE are publishing in this issue a letter from Secretary Redfield, in which he acknowledges the communications from the Business Committee of the American Publishers' Copyright League and gives his approval to the effort to diminish by voluntary effort the amount of "on sale" bookselling that is done in this country.

The history of the effort to make a more uniform practice in this direction is well

known to the book-trade, dating back, as it does, to the war regulations of last fall, and being brought forward again in February, when the Department of Commerce asked the publishers whether there were any of these regulations that could to advantage be continued into peace times. The Publishers' Copyright League, at a meeting early in March, voted unanimously to ask for departmental approval on this particular restriction, and their Business Committee was asked to take up the matter with Secretary Redfield.

If the publishers are to come to any common plan of "on sale" restriction, they must agree among themselves as to what this plan shall be, as the Department only encourages voluntary efforts. The whole discussion has brought about a considerable clarification of the subject, and publishers have re-assayed the benefits and disadvantages of such business.

COLONEL Arthur Woods, in charge of the employment work of the War Department, calls our attention to an important fact that should be noted by publishers who have any possible openings at this time,—that there are being discharged from the service numbers of trained men and officers who should be useful in the class of business that publishing represents.

The careful records and tests of the army show that 64 per cent of all the men being discharged have improved mentally and only 4 per cent gone backwards. In other words, two-thirds of the men now seeking employment are better fitted for their work than ever before. They are more alert than they were once, their judgments are more quickly formed, their habits of mind more persistent and orderly. This is the kind of man that can serve our industry well.

General Business Conditions

The symptoms of business improvement which were visible in April became more pronounced in May, says the National City Bank, and at the beginning of June the doubt and pessimism which prevailed in mid-winter about general trade and industrial conditions has mainly disappeared. Nobody is any longer apprehensive of a sudden and heavy slump of merchandise prices, for it has been demonstrated that in most staple lines of goods of direct consumption the demand exceeds the supply. The reports of clearing houses and Federal reserve banks show that the volume of payments thru the banks is greater than a year ago or at any previous time. Reports from the industrial centers indicate that the demand for labor is increasing, and that there is more talk about a prospective labor shortage than of unemployment.

Bookman's Field Day

The one big out-door event of the year for the travelers of the book-trade, beyond question, is the "outing" of the Chicago bookmen. This year's gathering promises to be the "biggest and the best" of all, since the outlook for a record attendance at the "Chicago Book-Fair" is unusually rosy. The local committee for Field Day has arranged for Tuesday, July 8th at the Hinsdale Golf Club and their program will bring undiluted joy to those who can attend, and, alas, sorrow to those who cannot be there.

Don't Penalize the Pacific

Publishers Should be Careful About Sending Parcel Post

A four pound package can go by parcel post to the Pacific for 60c. plus war tax. The same package could go by expressage for 36c. plus war-tax. A forty per cent saving that means much to the recipient of the package. This situation and similar mistakes in shipping directions are frequently reported from points beyond the Mississippi and publishers would do well to take the matter up with their shipping departments to avoid this extra expense coming upon customers.

JOYS OF A COMPANIONABLE BOOK

By Ward Macauley

A good book! Joyous companion of my heart
A friend, in truth, in joy or grief thou art;
If I but choose thee wisely, then indeed,
Thou shalt truly minister to my soul's need.
A chance acquaintance met in library or store
May often prove a friend worth knowing more.
However well I know those I love best
I never can exhaust their wealth or interest.
A book that's much bethumbed and read again
And then once more, is friendly as the best of men.
A good book truly an eternal friend may be:
Itself remains complete, it yet becomes a part of you and me.

CENTRAL BOOK PURCHASING FOR LIBRARIES

A Proposal to be Discussed at Asbury Park Convention

The current issue of the American Library Association *Bulletin* prints a concrete plan for a centralized purchasing headquarters for libraries, and urges a full discussion of the subject at the coming convention.

The War Service of the American Library Association will soon be brought to an end. The Association, however, will not be at all content to reduce its activities to the ante-bellum scale. If any promising field of service as extensive and taxing as the Library War Service could be found and cultivated, there are many workers who would welcome the task.

A number of persons familiar with the administration of the War Service have on different occasions suggested the establishment of a central book agency for the benefit of American libraries. Among them Mr. Compton and Mr. Vail have proposed, in the February and March numbers of the *Library Journal*, that a national book purchasing headquarters be organized, somewhat similar to the entirely successful Book Department of the Library War Service.

This is a matter which the Asbury Park Conference will do well to consider. The potentialities of such a project are very great. What a book headquarters might become, presently or eventually, is indicated below, in the form of a prospectus.

Name. A. L. A. Book Service.

Place. New York.

Purposes.

1. To relieve libraries, by a central organization, of part of the expense of money and time connected with book-buying and the preparation of books for use.

2. To assist libraries in book selection and in the extension of the use of books.

Activities. The A. L. A. Book Service:

1. Will buy for libraries books in print and out of print, new and second-hand, in all languages, from publishers and dealers both domestic and foreign, and will secure for libraries the largest possible discounts.

2. Will classify and catalog books so bought and will prepare them for the shelves of the patronizing library, provided, and so far as, the details of all this work can be adjusted to suit the library's requirements.

3. Will classify and catalog books sent to its office which are in out-of-the-way languages or are otherwise difficult to treat.

4. Will provide durable bindings as requested at the smallest possible expense, and in general will undertake binding, rebinding, and fine binding for libraries.

5. Will evaluate new books and recommend them for different types of libraries, for this purpose taking over and modifying the A. L. A. Booklist.

6. Will give to individual libraries upon request expert assistance in book selection: e.g., among technical books.

7. Will prepare and print timely book lists and bibliographies, and will print or reprint useful lists prepared elsewhere.

8. Will form reference collections in its office of the best books on subjects of special importance, of good editions of standard authors, of children's books, and of bibliographies of all kinds.

9. Will undertake to provide, partly thru other library organizations, reading matter of all kinds to communities, groups, and individuals that are not in touch with local library facilities.

10. Will act as an agent for inter-library loans.

11. Will act as an agent for subscriptions to periodicals and serials, both American and foreign, and upon request will supply editions of these specially bound for circulation.

12. Will act as a receiving and distributing agent for duplicate and discarded books.

13. Will serve as an information clearing house.

14. Will be the national headquarters for co-operative library publicity—such publicity being more easily maintained in connection with a book headquarters than elsewhere.

Several considerations should be borne in mind which bear upon the project proposed. First, the organization must become self-supporting. The financing of the service at its inception and in its early days is its main problem.

Both the smallest and the largest libraries should benefit by the various services offered.

The saving of expense to libraries by the proposed organization would be as much indirect as direct.

The present Library War Service headquarters organization and machinery are in many respects suitable or adaptable for the proposed undertaking.

In order that book-shops might not perish from the land by reason of competition with a library book organization, libraries would be obliged to work for an increased patronage of local booksellers by the public.

New Copyright Legislation at Washington

Mr. Nolan, chairman of the House Committee on Patents, introduced on May 28th the following bill:

A Bill

To amend sections 8 and 21 of the Copyright Act, approved March 4, 1909.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That sections 8 and 21 of the act entitled "An act to amend and consolidate the acts respecting copyright," approved March 4, 1909, be amended to read as follows:

"SEC. 8. That the author or proprietor of any work made the subject of copyright by this act, or his executors, administrators, or assigns, shall have copyright for such work

under the conditions and for the terms specified in this act: *Provided, however,* That the copyright secured by this act shall extend to the work of an author or proprietor who is a citizen or subject of a foreign State or nation only:

"(a) When an alien author or proprietor shall be domiciled within the United States at the time of the first publication of his work; or

"(b) When the foreign State or nation of which such author or proprietor is a citizen or subject grants, either by treaty, convention, agreement, or law, to citizens of the United States the benefit of copyright on substantially the same basis as to its own citizens, or copyright protection substantially equal to the protection secured to such foreign author under this act or by treaty; or when such foreign State or nation is a party to an international agreement which provides for reciprocity in the granting of copyright, by the terms of which agreement the United States may, at its pleasure, become a party thereto.

"The existence of the reciprocal conditions aforesaid shall be determined by the President of the United States, by proclamation made from time to time, as the purpose of this act may require: *Provided, however,* That all works made the subject of copyright by the laws of the United States first produced or published abroad after August 1, 1914, and before the date of the President's proclamation of peace, of which the authors or proprietors are citizens or subjects of any foreign State or nation granting similar protection for works by citizens of the United States, the existence of which shall be determined by a copyright proclamation issued by the President of the United States, shall be entitled to the protection conferred by the copyright laws of the United States from and after the accomplishment, before the expiration of fifteen months after the date of the President's proclamation of peace, of the conditions and formalities prescribed with respect to such works by the copyright laws of the United States: *Provided further,* That nothing herein contained shall be construed to deprive any person of any right which he may have acquired by the republication of such foreign work in the United States prior to the approval of this act.

"SEC. 21. That in the case of a book published abroad in the English language on or after the date of the President's proclamation of peace, the deposit in the copyright office, not later than sixty days after its publication abroad, of one complete copy of the foreign edition, with a request for the reservation of the copyright and a statement of the name and nationality of the author and of the copyright proprietor and of the date of publication of the said book, shall secure to the author or proprietor an ad interim copyright, which shall have all the force and effect given to copyright by this act, and shall endure until the expiration of four months after such deposit in the copyright office."

THE DEPARTMENT OF COMMERCE and ON SALE BUSINESS

Secretary Redfield Approves the Plan for Voluntary Diminution of this Book-trade Pratice

The Business Committee of the American Publishers' Copyright League has had conferences and correspondence with the Secretary of Commerce and with Mr. John Cutter, Acting Chief of the Industrial Co-operation Service in the matter of "on sale" practices in the publishing business. The Committee placed before the Secretary marked copies of the PUBLISHERS' WEEKLY of November 30 and December 14, 1918, and Februaury 22, March 8, and March 29, 1919, containing as they believe everything printed in the WEEKLY on both sides of the subject.

The action of the Secretary has taken the form of the following letter just received by the Committee from him:

Department of Commerce,
Office of the Secretary,
Washington, May 26, 1919.

To the American Publishers' Copyright League:

I have been informed that representatives of your association have suggested to the Industrial Co-operation Service of this Department a method for reducing business waste by minimizing a practice which has in the past existed of shipping books on sale or on consignment. This practice it appears has lead to material losses which, of course, have to be absorbed by the public in the prices the latter pay.

I am further informed that it is the general opinion of publishers with whom you have consulted that the voluntary diminution of the practice named will ultimately benefit all branches of book publishing and bookselling as well as the public itself, and that the changes proposed can and will be brought about without compulsion but purely by voluntary assent.

Although it is not the province of the Department of Commerce to urge upon any trade its ideas as to how its business should be conducted, it is its duty to foster, promote and develop the business of the United States. It is so charged to do by law. Being advised, therefore, that the suggestion made is one which reduces the waste involved in transportation, avoids the tendency to loose business methods and the uncertainty, damage and expense incident to consignment transaction in goods of the character concerned, I am glad to say that these are worthy objects and that any lawful and voluntary steps which will bring them into effect are commendable and helpful to the public interests.

(Signed) WILLIAM C. REDFIELD,
Secretary of Commerce.

ENGLISH BOOK-TRADE UNIONIZATION

Retailers Disagree as to How to Organize

Special Book Trade Meeting
of
Those employed in the Publishing Houses, Bookstalls, Libraries, etc., will be held at the

ESSEX HALL
Essex Street, Strand, W. C.
On
Thursday, 3d April, 1919
at 6:45 P.M.

Chairman:
SIDNEY WEBB
Speaker:
Mr. E. B. BULL
Subject: THE FUTURE OF THE BOOK-TRADE

A discussion will follow on the urgent need for a betterment of the conditions under which those employed in the Book-Trade are working.

Owing to the limited capacity of the Hall it is necessary to apply at once for tickets of admission (free) from the Hon. Secretary,

A. GASCOIGNE
22 Museum Street -:- London

Such an advertisement had been circulated pretty thoroly thruout the London book-trade constituency well in advance of the date of April 3rd, and had aroused considerable interest not only in London but also here in America, for the "future of the book-trade" is one of our problems and it had been interesting to get the English forecast. This was especially true in that there was promise of a discussion of the conditions "under which those employed in the book-trade are working"—a discussion which found utterance at our own national booksellers' meeting in Boston under the wider term of "discounts."

But Mr. E. B. Bull was not destined to deliver an address on the "Future of the Book-trade" at that particular meeting, altho a goodly crowd gathered at Essex Hall at 6.45 on the 3rd of April.

The meeting opened as scheduled before a packed room, with Captain W. S. Sanders, General Secretary of the Fabian Society, occupying the chair in the enforced absence of Mr. Webb. Mr. E. B. Bull, indeed, asserts that it was a "packed" hall in another sense, for when upon the conclusion of the chairman's opening address, Mr. Bull began to speak upon the subject advertised there developed immediately evidence of hostility so pronounced that the speaker was forced to return to his seat.

The PUBLISHERS' WEEKLY had hoped to be able to present to the American book-trade the full text of Mr. Bull's speech before this date, feeling that there would be much of value for our own problems. In a letter to the *Publishers' Circular*, Mr. Bull has stated that it had been his "intention to place before his audience a reasoned statement, showing that magnificent opportunities would accrue to the book-trade as a result of the social, political and economic changes that were taking place, both in this country and abroad. * * * His object was to indicate how the book-trade could become a real force in bringing the average individual to a better understanding of both home and foreign affairs. * * * It was his intention to speak on the future of those employed in the book-trade. That if the book-trade, and in particular the bookshop, is to attract the educated individual in the future, then both the conditions and remuneration must approximate to those which obtain in other trades and professions which call for the same class of individual as will be essential for the bookshops."

This address was not delivered and the hostility in the audience was found to come from a large group who represented the so-called "National Union of Printing and Paper Trade Workers"—an established organization which includes in its membership a number of men engaged in the bookselling trade, and which claims to have bettered the conditions and remuneration not only of the manual workers of the printing and paper trade but also those of the booksellers who have become members.

The meeting at Essex Hall then came to be a contest between those who favored the establishment of a new union of booksellers and of those who were opposed to a new organizatin on the ground that the old organization was able and had demonstrated that it could provide for the future of the book-trade as regards conditions and remuneration. After a short time limit of discussion a vote was taken, the result of which was an overwhelming majority in favor of the existing union.

There are many booksellers who feel that those employed in buying and selling books have little in common with those who are manual workers in the paper and printing trade, and that a new union which embodies their particular aims is to be desired. The hostility of the present union is chiefly due to the feeling that the booksellers are attempting to divide the workers of an industry and will thus weaken the "Paper Workers Union." This hostility, which broke out in a noisy usurpation of the book-trade meeting scheduled, apparently has its origin further back in the relations of the two groups than is evident from this story of the Essex Hall gathering.

A New Link with the French Book-Trade

L'Agence Générale de Librairie et de Publication, an organization for the extension of the French book-trade in foreign countries, will open an American branch in New York on September first. The branch will be under the direction of Maurice Sloog, antiquarian and for fifteen years representative of the French book-trade.

In 1912 l'Agence Générale succeeded Nilsson, an exporting house of thirty years' standing, with the purpose of creating a strong organization to push the sale of the French book abroad and to establish closer trade relations with foreign countries. It now has branches in London, Petrograd, Amsterdam, Brussels and Buenos Aires and has become affiliated with similar organizations like the Societa Generale delle Messaggerie Italiane in Italy, the Sociedad General de Libreria Española in Spain and the Depot Central de Librairie in Switzerland.

Mr. Harcourt Leaves Holt

Alfred Harcourt of Henry Holt & Co., who has had so prominent a place in recent publishing history as head of the Holt trade publishing department, has resigned from this position and will shortly announce his plans for a new general publishing business.

Mr. Harcourt entered the Holt office fifteen years ago on graduation from Columbia, where he had become interested in the publishing field as one of the managers of the college daily. Mr. Frank Hackett left Holt that fall, and Mr. Harcourt energetically took hold of trade sales with a fall list that was headed by such historic successes as "The Lightning Conductor" and "The Divine Fire."

He has seen the Holt trade list grow steadily in sales and permanent value and many of the successes of the house during this period have been notable in publishing annals. Frost, Sandburg, Untermeyer, De la Mare have given poetry of the highest character; Rolland has been introduced to an American reading, De Morgan has been carried thru to eight notable volumes. Dorothy Canfield has risen to a first rank among American women novelists and Bergson put in the best seller class; Stevenson's "Home Book of Verse" made a bookstore staple; the juvenile list greatly strengthened and strong connections made with political thinkers of the day. *The Home University Library* has been made a notable international publishing success, and the *Makers of the Nineteenth Century Series* successfully started.

Mr. Harcourt has always found time to serve actively on publishers' committees and to make valuable contributions to the cause of general progress. His new venture will receive the hearty good wishes of authors, booksellers and fellow publishers.

The Atlantic's Bookshelf

The bookshelf of the June *Atlantic Monthly* is given over to reviews of:

The Years Between, by Rudyard Kipling. *Doubleday.*
The Arrow of Gold, by Joseph Conrad. *Doubleday.*
The Day of Glory, by Dorothy Canfield. *Holt.*
Blood and Sand, by Blasco Ibáñez. *Dutton.*
The Undefeated, by J. C. Snaith. *Appleton.*
The Secret City, by Hugh Walpole. *Doran.*
Proposed Roads to Freedom, by Bertrand Russell. *Holt.*

The Bookman List

The following books were in greatest demand at the public libraries in the United States during April, according to the list compiled in *The Bookman:*

FICTION

1. The Four Horsemen of the Apocalypse.
2. The Desert of Wheat.
3. The Tin Soldier.
4. Joan and Peter.
5. "Shavings."
6. The Magnificent Ambersons.

GENERAL

1. The Education of Henry Adams.
2. "And They Thought We Wouldn't Fight."
3. The Seven Purposes.
4. A Minstrel in France.
5. Joyce Kilmer: Poems, Essays and Letters.
6. With the Help of God and a Few Marines.

A Record of Best Sellers

In their record of best sellers compiled from the reports of 64 representative bookstores in 55 cities of the United States, H. S. Browne & Co. list in the June issue of their *Books of the Month:*

TEN BEST-SELLING FICTION

1. The Four Horsemen of the Apocalpyse, by Blasco Ibáñez. *Dutton.*
2. The Sky Pilot in No Man's Land, by Ralph Connor. *Doran.*
3. The Desert of Wheat, by Zane Grey. *Harper.*
4. Dawn, by Eleanor Porter. *Houghton.*
5. The Tin Soldier, by Temple Bailey. *Penn.*
6. The City of Comrades, by Basil King. *Harper.*
7. The Valley of Vision, by Henry van Dyke. *Scribner.*
8. The Secret City, by Hugh Walpole. *Doran.*
9. The Arrow of Gold, by Joseph Conrad. *Doubleday.*
10. White Man, by G. A. Chamberlain. *Bobbs-M.*

SIX BEST SELLING GENERAL BOOKS

1. The Years Between, by Rudyard Kipling. *Doubleday.*
2. In Flanders' Fields, by John McCrae. *Putnam.*
3. Joyce Kilmer, Poems and Essays. *Doran.*
4. The Education of Henry Adams, by Henry Adams. *Houghton.*
5. Living Bayonets, by Coningsby Dawson. *Lane.*
6. With the Help of God and a Few Marines, by A. W. Catlin. *Doran.*

An Unusual Form of Book Advertisement

Reproduced from the New York Times of May 28th

"PAY-DAY"

Mr. Hanford Henderson announces the withdrawal of his book **Pay-Day** from further publication. It advocates economic policies which recent experience has shown to be unsound. He now sees that Government ownership and interference, and paternalism generally, are contrary to the highest social welfare, and tend to make a people inefficient, unjust, and singularly uninteresting. It is a grave mistake to try to do for either adults or children the things that they ought to do for themselves. Mr. Henderson is therefore a pronounced Anti-Socialist, and once more a believer in salvation through individual effort.

Mr. Henderson's other books—"John Percyfield," "The Lighted Lamp," "The Children of Good Fortune," "Education and the Larger Life," etc.—are still published by Houghton Mifflin Company.

The Bookman in Book Form

Volume 48 of the *Bookman* has just appeared as a bound quarto under the imprint of the George H. Doran Co. It includes the issues from September, 1918, when the periodical changed ownership, to February, 1919, six months significant in the world's history. In its statement of policy the new *Bookman* said: "Great epochs produce great men and great thinking. There is every reason why this greatest of epochs in the world's history should produce its own great literature. . . . The *Bookman* will be jealous to render its service in presenting the literature of the coming age to its readers."

Such a mirror of the thought and events of the times as is given in this volume is well worth preservation in book form. While some of its contributions, Joyce Kilmer's "Holy Ireland," essays of Robert Cortes Holliday, etc., have already been incorporated in separate collections, the volume makes available for reference much valuable material that would otherwise be lost.

A Book of State Secrets

Count Czernin, former Austro-Hungarian Foreign Minister, is reported to be writing a book in which are to appear many personal letters by the former German Emperor and the former Austrian Emperor. He also relates much secret history, part of which concerns the United States, so it is rumored.

COMMUNICATIONS

The First Edition of Millay's Poems

Editor, PUBLISHERS' WEEKLY:

In your issue of May 31st there is an advertisement for a copy of the first edition of "Renascence and Other Poems," by Edna St. Vincent Millay. May I put it on record in your columns that the first edition of this book consisted of 750 copies printed on Glaslan Handmade Paper, and 15 numbered and signed copies printed on Japanese Vellum; and that the second edition was printed on a French handmade paper, with the watermark M.B.M. Thru an oversight there was no printed distinction between the two editions, but the watermark of the papers is clearly seen.

This book of poems is considered by many of the critics the most important volume of American poetry published in America in many years, and the facts concerning the first edition will some day be useful.

Yours very truly,

MITCHELL KENNERLEY.

Concerning Advancing Prices

Augusta, Ga., May 14th, 1919.

Editor, PUBLISHERS' WEEKLY:

Many publishers in advancing the prices of books seem to overlook the pleasant relations which should exist between the bookseller and the customer.

When a title is advanced in price, some of the publishers continue to send out their books with the old prices still printed upon them, without regard to the consequences. Others scratch out the old price with ink and substitute the new price above it in ugly ill-appearing characters.

The result of this annoying practice is a disagreeable controversy between the dealer and the customer. The customer usually thinks that the dealer has intentionally raised the price himself. An explanation will sometimes suffice. But more often the customer leaves the store in an indignant frame of mind, firmly believing that the bookseller is profiteering at his expense.

The bookseller has no objection to an advance of price when the circumstances justify it; but unless the publisher is willing to co-operate with him to the extent of neatly revising the printed prices, there is bound to be dissatisfaction on all sides. How much better it would be if all the publishers would use printed stickers, or a rubber stamp, or anything in fact to show that the bookseller is not wholly responsible for the increased price. Many publishers have neglected to properly correct their prices ever since books began to advance. These evidently are of the variety who are decidedly unwilling to learn from experience.

It may be easy to shove the responsibility upon somebody else, and it may "save trouble" —but the one who retails the book thinks quite differently.

A. W. DELLQUEST, JR.

MAKING GOOD IN A NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

June 8th to June 14th is Boy Scout Week. Every bookseller should be doing his part to make it a success.

A New Book on Salesmanship

A text-book of "Retail Selling," written by Helen Rich Norton, which has just been published by Ginn & Co., is a volume that every retail bookseller should pass around to every salesman. Miss Norton was for eight years connected with the Prince School of Education for Store Service in Boston, where the best pioneer work has been done in training for salesmanship. The book is full of valuable material both for the store manager and the employee, and while intended especially for department stores, has equally valuable material for other shops.

Selling Helps and Hints

In mapping out a selling program, it is necessary for the manufacturer or publisher to remember that the dealer is invariably the dominant factor in any successful campaign. His word carries more weight in the consumer's mind than pages of advertising and miles of posters.

In a recent issue of *Printers' Ink* I. L. Rosenberg had an article on dealer helps that really help the retailer, in which he said that if more advertising managers interested in "dealers service" would spend part of the time learning the dealer's problem first hand instead of trying to help the dealer cope with problems which are purely imaginary, there would be a much closer bond of understanding between the manufacturer and the dealer.

The average dealer is a hundred per cent more interested in a single idea which will be conducive to bringing one new customer into the store than he is in ads, showing scenes from the factory, etc. He is interested in articles written by other dealers telling how they handle various situations, for thru them he feels he is getting helpful facts and not "hot air."

If booklets are sent to dealers for consumer distribution, the dealer must be convinced that *he* is the one who profits when they are carefully placed in the hands of customers, and it is he who loses when they are promiscuously thrown about or allowed to gather cobwebs under his counter or in the store room. It pays to have some competent person check over the exact spelling of the name and address on all booklets bearing the dealer's imprint, for the average dealer dislikes to distribute booklets upon which his name is misspelled, if only one letter is wrong.

The thousands upon thousands of dollars spent yearly by manufacturers to gain the good will of the dealer and establish more amicable bonds and a spirit of closer co-operation would be more effectually appropriated if a greater number of advertising men would spend more of their time on the firing line, getting acquainted with the dealer until they really understand him, find out what he wants and doesn't want, and why. They will be surprised to find how some of their pet theories will be mercilessly exploded; but when they again return to their desks, they will be sadder but wiser men.

Who Will Sell the New Atlases?

Who is going to sell the American people the atlases which will be in demand on the definite signing of peace? Are the retail booksellers awake to their opportunity? Will they be prepared to promptly fill the demands?

Never again in bookselling history will there be such extraordinary changes in the map-makers' pages. Old stones can be cast aside, new plates must be made for every map of the Eastern Hemisphere. Everyone is willing to acknowledge that the old atlas is out-of-date.

The periodicals, such as the *Literary Digest*, are ready to launch heavy advertising campaigns to capture this business; other magazines are alert and the subscription houses will be in the field promptly.

The retail bookseller should make his arrangements promptly, obtain samples and begin immediately to obtain advance orders. A thorogoing canvass outside of the store should yield a large subscription list as almost every home is a potential purchaser.

For Small Deliveries

Motor-cycles have proved economical and satisfactory substitutes for horse teams and motor-trucks in delivering packages for one concern, says *System*.

One machine is averaging 20 miles a day on one gallon of gasoline. It has carried as much as 700 pounds of goods on it with comparative ease.

The success of motor-cycle equipment lies in keeping the machine clean and in order and in providing sufficient shelter for the driver during rainy seasons. One type of cycle has a sectional compartment for parcels with curtains in front for the driver's protection. A third wheel helps support the framework.

Mrs. White of Chicago received a bill on January 1st from a large department store for

1 Soap	$1.75
1 Shaving	1.50

Not remembering the purchase of such expensive luxuries nor being able to lay the guilt to Mr. White, she inquired at the store, and they reported that the charge was made in the book department and the original tickets read:

1 "American Family."	$1.75
1 "Shavings."	1.50

AMONG THE PUBLISHERS

"MORE E. K. MEANS"—a second volume of inimitable stories of the Louisiana negro—is a recent contribution to bookdom from G. P. Putnam's Sons.

SHAW DESMOND, a young Irish writer and journalist, is the author of "Democracy," a present-day novel dealing with the struggle between capital and labor, which the Scribners have just published.

CAPT. James Norman Hall, author of "High Adventure" and Lieut. Nordhoff whose work "The Fledging" has just been published, are engaged now in writing the history of the Lafayette Escadrille which Houghton Mifflin & Co. will publish in the fall.

THE GORHAM PRESS is issuing "The Cosmic Comedy or the Vital Urge" by C. Leonard Stuart. Its theme is woman's place in the sun, and, as its title suggests, is in a humorous vein. The author is well known in New York publishing circles thru his editorial associations with several firms.

A PARTICULARLY TIMELY and practical book which the Ronald Press announces for early publication is Norbert Savay's "Principles of Foreign Trade"——a book covering the technical side of the subject very thoroly and one which shows the inexperienced man just how to investigate, plan, sell and operate in foreign markets.

THE ENGLISH GOVERNMENT having lifted the restrictions on the export of books treating on explosives, Isaac Pitman & Sons announce that they can now supply copies of the "Manufacture of Explosives" by Oscar Guttmann. This work is a theoretical and practical treatise on the history, the physical and chemical properties, and the manufacture of explosives.

E. P. DUTTON & Co. announce for mid-June publication Blasco Ibáñez' novel "La Bodega" with an explanatory sub-title"The Fruit of the Vine." Of Blasco Ibáñez' novels which have appeared from the same house since the publication of "The Four Horsemen of the Apocalypse," "Blood and Sand" is in its sixth edition and "The Shadow of the Cathedral," published early in January, is in its twelfth.

AMONG forthcoming books to discuss the peace conference and kindred subjects of international importance, is one by Frank A. Vanderlip, which the Macmillan Co. will publish under the title "While They Wrote the Treaty." In it, Mr. Vanderlip describes conditions as he found them in Europe in more than five months of travel and study there, during which time he had exceptional opportunities for getting at the real state of affairs.

"THE Woodcraft Boys at Sunset Island," a new Doran juvenile by Lillian E. Roy and M. F. Hoisington, ought to make good vacation reading for the children.

A NEW BOOK by David Jayne Hill, former Ambassador to Germany, will be issued by the Appletons about the middle of June. The volume will be entitled "Present Problems in Foreign Policy."

THE SCREAMINGLY FUNNY stories of the citified Southern darky which Octavus Roy Cohen has been writing for the *Saturday Evening Post* will be published in book form in September by Dodd, Mead & Co. under the very apt title "Polished Ebony."

"QUIET TALKS on the Deeper Meaning of the War" is the title of the new S. D. Gordon book which the Revell Co. is publishing. Mr. Gordon devotes this latest "Quiet Talk" to a resumé of the events of the Great War as viewed from the standpoint of Biblical prophecy.

THE LIMITED EDITION of Leonard Merrick's "The Actor-Manager," the second volume in the complete edition of this author's works which E. P. Dutton & Co. are publishing, was practically all sold out within a week of publication and the Duttons now have ready a popular edition in cloth at a lower price.

THE NEED for such a book as Norman Angell's "The British Revolution and the American Democracy" (Huebsch) is shown by the announcement of a second printing within a month of its appearance. Straws that indicate the direction of the wind are heavy purchases of the book by Japan and arrangements for translation right in France.

"BEHIND the Motion Picture Screen" by Austin C. Lescarboura, a book published by the Scientific American Publishing Co., fulfills a long-felt want by giving to the public descriptive information about every phase of the motion picture game, from writing a scenario, to acting, directing a production and taking the pictures. The book is made doubly attractive by the numerous photographs which illustrate every point.

ANOTHER BOOK having as its theme the ever-popular story of Theodore Roosevelt's life has appeared under the title "Great-Heart"—the words chosen by Rudyard Kipling to describe "the greatest proved American of his generation.' The new book is the work of Niel MacIntyre and comes from the press of William Edwin Rudge: its introduction is by Major-General Wood. The object of the author thruout has been to produce a life of Roosevelt that will appeal to the great masses who loved and honored the Colonel.

CHANGES IN PRICE

PETER ECKLER PUBLISHING CO.

The World's Sixteen Crucified Saviors, Graves, from $1.65 to $1.75.
Rights of Man, Paine, paper, 25c to 40c; cloth, from 50c to 75c.

ISAAC PITMAN & SONS

Mercantile Correspondence, English-French, $1.00.
Mercantile Correspondence, English-Portuguese, $1.35.
Mercantile Correspondence, English-Italian, $1.35.
Mercantile Correspondence, English Grman, $1.00.
Examination Notes on Pitman's Shorthand (Wilson), 65c.
Preparation for a Shorthand Teacher's Examination, 65c.

THE PILGRIM PRESS

Marriage Chimes, 75c.
Girl and Her Teens, Slattery, 75c.
Comprehensive Concordance, Walker, cloth $2.25; half leather, $3.00.
Weymouth New Testaments—
No. 1. Cloth boards, gilt top, $2.00.
No. 2. Cloth boards, indexed, $2.40.
No. 3. Cloth boards, Indian paper, $2.50.
No. 4. Leather, $2.90.
No. 5. Leather, indexed, $3.35.
No. 6. Leather, Indian paper, $3.35.
No. 7. Persian morocco, divinity circuit, Indian paper, $5.00.
No. 8. Turkey Morocco limp, Indian paper, $6.00.
Pocket Edition without notes—
No. 1. P Cloth, $1.35.
No. 2. P Cloth, Indian paper, $1.75.
No. 3. P Leather, Indian paper, $2.50.

OXFORD UNIVERSITY PRESS

"Misao" the Serbian Periodical is now 70c a copy.
Vecnost in the Oxford Serbian Plain Texts is now 70c.
Pearson & Strong Juvenal is now out of print.
Laboulaye Abdallah is 70c.
Geddes French Pronunciation is $1.00.
Aydelotte College English is 70c.
Storm Psyche, is 55c.
Meyr Ludwig etc. is 75c.
Raabe Schwarze Galeere is 75c.
Sardou Femmes Fortes is 65c.
Rosegger Holzknecthaus is 45c.
Collitz Classical Ger. Lit. is $1.60.
Balzac Cure de Village is 85c.
Kleist Prince von Homburg is 60c.
Curme German Gram is $1.10.
Stifter Brigitta is 55c.
Montesquien Lettres Persanes is 85c.
Sedaine's Le Philosophe, 70c.
Balzac's La Recherche, 70c.
Agnes Bernauer Hebbel, 75c.
Balzac's Gobseck, 75c.
Cairn's American Literature, $1.50.
Die Judenbuche, 75c.
Raabe Else Von der Tanne, 60c.
Grillparzers Libussa, 65c.
Hoffman's Iwan der Schreckliche, 85c.
Tuppers Rep. Eng. Dramas, $1.35.
Wildenbruchs Lachendes Land, 70c.
Goethe's Die Leiden, 85c.
Kurz Zwei Marchen, 60c
Kellers Zwei Novellen, 85c.
Lessings Minna von Barnhelm, 85c.
Schillers Don Carlos, $1.25.
Vroomans New Politics, $1.40 net.
Wiehr's German Prose Composition, 85c.
Racine's Berenice, 45c.
Leskien's Schuld, 60c.
Kins German Reader, $1.35.
Grillparzers Des Meeres, 85c.
Alexanders Practical Introduction, $1.25.
Musset's Quatre Comedies, 75c.
Bracq's Provocation of France, $1.40 net.
Grillparzer's Sappho, 85c.
Scribe's Adrienne Lecouvreur, 70c.
Sand's Le Marquis de Villemer, 70c
Beaumarchais Le Mariage de Figaro, 00c.
Aydelotte The Oxford Stamp, $150 net.
Constants Adolphe, 85c.
Neals Short Stories Analyzed, $2.50 net.

The Best American Novel

The Pulitzer prize of $1,000 "for the American novel published during the year which shall best present the wholesome atmosphere of American life and the highest standard of American manners and manhood" has been awarded to "The Magnificent Ambersons" by Booth Tarkington. The award was made by a jury composed of Robert Grant, chairman; William Morton Payne, and William Lyon Phelps.

Periodical Notes

On the fifteenth of June the first issue of *Art and Life*, incorporating *The Lotus Magazine*, will be published by the Lotus Magazine Foundation, Inc., and from that time on will make its appearance on the fifteenth of each month. *Art and Life* will take its place in the magazine field as an art periodical and will be edited by Mr. Gardner Teall.

Obituary Notes

DR. GEORGE HODGES, dean of the Episcopal Theological School at Cambridge, Mass., since 1894, died May 27 in his 63rd year. Besides lecturing at colleges and universities thruout the country on Biblical topics, Dr. Hodges was widely known as an author. Among his works may be mentioned, "The Episcopal Church," 1889; "Christianity Between Sundays," 1892; "In This Present World," 1896; "The Path of Life," 1899; "William Penn," 1900; "The Pursuit of Happiness," 1906; "The Training of Children in Religion," 1910; "Everyman's Religion," 1911; "Religion in a World at War," 1917.

Personal Notes

MAXWELL ALEY of Holt's is joining the Harper staff on June 15th to work on special publicity and sales plans in the trade department. Mr. Aley who came into the field thru Doubleday's has been doing similar work for Holt during the last three years.

JOHN AYSCOUGH, the English author, recently visited New Haven, where he was the guest of Mrs. James Mason Hoppins, at whose residence he gave readings from some of his books to about fifty invited guests.

JAMES D. BLAKE, formerly of Newbegin's, San Francisco, who had just announced his intention to return to the retail book business, has accepted a position with Harper and Bros. to cover the territory from Kansas City to the Coast.

LEONARD DREW, formerly with D. Van Nostrand Co., is now connected with the Pelton Publishing Co. of Cleveland in the advertising department.

FRIENDS of J. L. Thompson of Charles Scribner's Sons will be glad to know that he has safely passed the crisis of the severe attack of pneumonia which came upon him just after he had returned from the Boston Convention. He cannot be back to the office for many weeks but his friends wish him a complete and speedy recovery.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, George Burton
The British Empire and a league of peace; together with an analysis of federal government, its function and its method. 3+115 p. D c. N. Y., Putnam $1 n.
Points out the alliance of ideals and common standards which exists between the British Commonwealth and America.

Andrews, E. V., comp.
Dramatization in the grades; reference list of fables, fairy tales, stories, and historical events which have been dramatized. 5+32 p. O (Useful reference ser. 22) Bost., F. W. Faxon Co., 83 Francis St. pap. 50 c.

Barnes, James M.
Picture analyses of golf strokes. 252 p. il. O c. Phil., Lippincott $5 n.

Bartlett, Frank W., and Johnson, Theodore Woolsey
Engineering descriptive geometry and drawing. 3 v. in 1. 617 p. il. fold. pls. figs. O N. Y., Wiley $5.50 n.

Berger, Marcel
A life at stake; tr. by Fitzwater Wray. 7+464 p. D c. N. Y., Putnam $1.50 n.
Story of the great war by author of "Ordeal by Fire."

Bookman (The); a review of books and life. v. 48, September, 1918-February, 1919. 8+780 p. il. pors. O c. '18-'19 N. Y., Doran $3 n.

Boston. Public Library
Americanization; a selected list of books in the library. 34 p. D (Brief reading lists, 12) Bost., Public Library pap.

Broadhurst, Jean, and Rhodes, Clara Lawton, comps.
Verse for patriots to encourage good citizenship. 367 p. front. D c. Phil., Lippincott $1.50 n.; school ed. $1.12 n.

Browne, Edward Granville, ed.
Materials for the study of the Bábí religion. 24+380 p. (bibl.) pl. pors. facsms. D '18 [N. Y., Putnam] $3.75 n.

Ainslie, George Cooding
The larger corn stalk-borer *Diatraea zeacolella* Dyar. 12 p. il. map O (U. S. Dept. of Agric. farmers' bull. 1025) [Wash., D. C., Gov. Pr. Off.]

American Institute of Electrical Engineers
Standardization rules. Rev. ed. 133 p. diagrs. O c. '18, N. Y., Am. Institute of Electrical Engineers, 33 W. 39th St. limp cl. 50 c.

Andrews, Benjamin Francis
Statistics of agricultural and mechanical colleges, 1916-17. 43 p. O (U. S. Bu. of Educ. bull., 1918, no. 41) Wash., D. C., Gov. Pr. Off.

Baldwin, Ernest E.
The relation of law to the development of our merchant marine; an address. 16 p. O N. Y., National Foreign Trade Council pap.

Bastin, Edson Sunderland
Antimony in 1917. 653-663 p. tabs. charts (1 fold.) O (U. S. Geol. Survey Mineral resources of the U. S., 1917 pt. 1, no. 22) Wash., D. C., Gov. Pr. Off.

Bawden, William Thomas
The cooperative school. 10 p. O (U. S. Bu. of Educ. industrial education circ. 2) [Wash., D. C., Gov. Pr. Off.]
Lessons from the war and their application in the training of teachers. 20 p. O (U. S. Bu. of Educ. industrial education circ. 1) [Wash., D. C., Gov. Pr. Off.]

Beattie, William Renwick
The city home garden. 40 p. il. O (U .S. Dept. of Agric. farmers' bull. 1044) Wash., D. C., Gov. Pr. Off.

Bell, John Oscar
Cold storage report, season 1917-1918. Apples, butter, American cheese, eggs, and poultry 44 p. diagrs. O (U. S. Dept. of Agric. bull. 776) Wash., D. C. [Gov. Pr. Off.]

Benson, Oscar Herman, and Farrell, George Edward
Directions for home canning in tin and mechanical sealing. 8 p. il. O Wash., D. C. [Gov. Pr. Off.]

Bigelow, Henry Bryant
Hydromedusal, siphonaphores, and ctenophores of the "Albatross" Philippine expetition. 279-362 p. pls. tabs. O (Contributions to the biology of the Philippine Archipelago and adjacent regions. U. S. National Museum bull. 100, v. 1, pt. 5) Wash., D. C., Gov. Pr. Off.

Bouquet, Arthur George B.
Pollination of tomatoes. 29 p. il. O (Bulletin 158) Cornvallis, Ore., Ore. Agric. Coll. Exper. Station pap.

Briggs, Thomas Henry
Secondary education. 44 p. O (U. S. Bu. of Educ. bull. no. 47) Wash., D. C., Gov. Pr. Off.

Brown, Gordon G.
Fertilizer tests for strawberries; summary of results of experiments, extending over three years, on red-shot Parkdale loam. 15 p. il. tab. O (Bulletin 159) Cornvallis, Ore., Ore. Agric. Exper. Station pap.

Cannon, Henry Lewin, ed.
The great roll of the pipe for the twenty-sixth year of the reign of King Henry the third, A. D. 1241-1242. 450 p. O (Yale historical publications, manuscripts and edited texts, v. 5) c. New Haven, Ct., Yale Univ. bds. $6 n.

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Source book of general biology intended for the biology teacher and advanced student. Index. Author is associate professor of natural science, School of Education, University of Chicago.

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Nowadays. Limited ed. 29 p. S (Seven arts ser.) '18 Bost., Four Seas bds. 75 c. n.

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Thirty-second annual report, to the secretary of the Smithsonian Institution, 1910-1911. 819 p. Q '18 Wash., D. C., Gov. Pr. Off.

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Bureau of Industrial Research, comp.
The industrial council plan in Great Britain; reprints of the Report of the Whitley committee on relations between employers and employed of the Ministry of reconstruction and of related documents. 132 p. O [c. '19] N. Y. Bu. of Industrial Research pap. 25 c.

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Constitution of a league of nations. 53 p. F (Little leather lib.) ['19] N. Y., Little Leather Corp. [44 E. 23d St.] im. leath. 15 c., leath. 30 c.

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Standard world language for international use. 30 p. S c San Francisco, W. J. Cuthbertson, 2265 Market St. pap. 40 c.

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Rating book; for the guidance of members who sell the book and stationery trade in the United States. 3d ed., April 1919. 425 p. S [c. '19] N. Y., Graphic Arts Bd. of Trade, 291 Broadway (for members only)

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Chronology of the Larsa dynasty. 43 p. Q (Yale Oriental ser. Researches, v. 4, pt. 1) New Haven, Ct., Yale Univ. bds. $1

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Graves, Henry Solon
Private forestry; address before the New England Forestry Conference, Boston, February 24, 1919. 11 p. O (U. S. Dept. of Agric. Office of the Secretary. circ 129) Wash., D. C., Gov. Pr. Off.

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Federal capital stock tax under the revenue act of 1918, regulations of the Treasury department no. 50. 44 p. S N. Y., Guaranty Trust Co. of N. Y. pap. gratis

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Critical statement of the progress of investigation in regard to the act of fertilization. Index. Author is professor of embryology, University of Chicago.

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Index. Author is instructor in English, Goucher College.

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The story of the great war; history of the European war from official sources; complete historical records of events to date. v. 7. American food and ships, Palestine, Italy invaded, Great German offensive, Americans in Picardy, Americans on the Marne, Foch's counteroffensive. [Diplomatic ed.] 508 p. pls. col. por. maps (part fold.) O [c. '19] N. Y., P. F. Collier & Son (subs.)

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Geographical phases of farm prices: oats. 28 p. maps (2 fold.) O (U. S. Dept. of Agric. bull. 755) Wash., D. C., [Gov. Pr. Off.]

RARE BOOKS, AUTOGRAPHS AND PRINTS

Duplicates from the Massachusetts Historical Society's Library, comprising histories genealogies, early laws, almanacs Lincolniana, Harvardiana, Massachusetts election sermons, Revolutionary history, adddresses, broadsides, pamphlets, etc., were sold at the rooms of C. F. Libbie & Co., in Boston, on June 3 and 4. Prices are reported to have been very satisfactory.

Part one of the private library of Charles V. Wheeler, of Washington, D. C., consisting of books on the fine arts, etching, engraving, furniture, glass and china, with a few proof etchings by Whistler, Zorn and others, was sold at the Walpole Galleries on May 28. The collection was largely moderate priced, but desirable library books. Competition however was active and prices good. The Walpole Galleries seem to handle sales of this kind with a good deal of success.

New Washington autograph letters are continually being found. This has been the condition for fifty years. There were a dozen in the Yates-Thompson sale in London. There are another dozen among the Rodney Papers soon to be sold in Philadelphia. And yet notwithstanding the great number of Washington letters in existence prices have steadily advanced since autographs began to have commercial value. There are enough colllectors waiting to own an autograph letter of the "Father of His Country," to pay good prices for two dozen letters and to by no means exhaust the waiting list either.

The "Census of Fifteenth Century Books Owned in America," compiled under the direction of the Bibliographical Society of America, has now been printed in the Bulletin of the New York Public Library and will appear as a separate publication of about 250 pages and about 7500 titles and giving the location of about twice that number of copies. The separate issue will include a brief introduction, a list of the libraries and private owners whose copies are listed and a considerable number of additional titles which have been reported since the printing of the parts as they appeared in the Bulletin.

The sale of the famous Alfred Morrison collection of manuscripts and autograph letters has just been completed at Sothebys, London, by the dispersal of the fourth part. The Burns collection was generally regarded to be the finest in existence—nineteen items bringing $11,000. The most interesting lot in the last sale was probably a note from the poet to his friend John Ballantyne, the banker of Ayre, enclosing the second version of the "Banks and Braes o' Bonnie Doon" which brought $1500. A feature of the Morrison sale was the large number of autograph letters from artists, authors, foreign royalty, and famous women, grouped in "parcels." The sale was considered a great success.

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RARE BOOKS, AUTOGRAPHS AND PRINTS

Catalogs Received

Rare Books, First Editions and Autographs
No. 126; 215 items. James F. Drake, Inc., 4 W. 40th St., New York.

Rare and Interesting Books
No. 173—May and June; 311 Items. Henry Young & Sons, Ltd., 12, South Castle Street, Liverpool, England.

Auction Calendar

June 10 at 10:30 a. m.
Books and Pamphlets on American History. (No. 63; 353 items.) Scott & O'Shaughnessy.

June 10 at 2:30 p. m.
First Editions, Autograph Letters and Association Books. (No. 64; 380 items.) Scott & O'Shaughnessy.

June 13 at 2:30 and 7:30 p. m.
The Rodney Historical Letters and Documents. (No. 1236; 563 items.) Stan V. Henkels, Philadelphia.

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In the sale of the Rodney Papers, soon to take place in Philadelphia, is an autograph letter of Benjamin Franklin of peculiar interest at this time. It is a long letter—seven pages folio, closely written—and dated Mar. 9, 1753, and deals with the German problem of that time. It analyzes and describes the character of the German emigrants in America and especially in Pennsylvania, whom he roundly denounces as being clannish and inimical to the government, complains of the fact that they do not learn the English language, preferring books and newspapers in German, with a tendency to make German the dominating language.

The autograph letters and documents of Caesar Rodney, signer of the declaration of Independence; Thomas Rodney, his brother, member of the Continental Congress; and Caesar A. Rodney, son of Thomas Rodney, attorney-general under Jefferson and United States Senator from Delaware, will be sold by Stan V. Henkels in Philadelphia on June 13. The Rodney papers have long been hidden and the nearest descendent of the family, the late J. M. C. Rodney, disclaimed any knowledge of their whereabouts. He died a short time ago and H. N. Twells, inheriting the estate, found the papers in the old Rodney home at Wilmington. The letters and documents add much new historical material to the Revolutionary period, reveal anew the patriotism of the Rodney family, and will make the most important autograph sale of the year. In the collection there are many letters of Caesar Rodney and George Read, two signers of the Declaration of Independence, of which collectors have found it difficult to get really good letters, especially of those written in 1776. These letters contain the most important historical data beginning immediately before the Stamp Act Congress of 1765 held in New York and continuing until the treaty of peace in 1783. In the correspondence of Caesar A. Rodney there are many letters relating to the trial of Aaron Burr for treason, others relating to his defence of Commodore James Barron, who killed Commodore Stephen Decatur in a duel and also correspondence relating to Commodore Thomas Macdonough, whose cause he also defended. In addition to the Rodney letters there are others of great importance written by Adams, Jefferson, Madison, Monroe, Burr, George Clinton, John Dickinson, Patrick Henry, John Paul Jones, Lafayette, Israel Putnam, a dozen letters by General Washington, and one of the finest in existence of Martha Washington, and many others of the period. The second part of the catalog will embrace the material relating to Colonial times and from the treaty of peace to the Mexican War. Mr. Henkels has prepared the catalog with great care, making liberal quotations from the letters and sometimes printing them entire. F. M. H.

The Publishers' Weekly

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One year, $5.00; *to foreign countries,* $6.00.
Single copies, 10 *cents.* Educational Number, *in leatherette,* 50 *cents,* Christmas Bookshelf, 25 *cents.*

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Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under **"HELP WANTED"** or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Wares Beet Sugar, vol. 1.

James D. Blake, 219 Montgomery St., San Francisco

Legal Recreations or Lyrics of the Law, J. Greenbag Croke, pub. by Summit Whitney & Co., San Francisco, 1884.

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Short Stories by Kyrle Bellew, pub. Shakespeare Press.

Bosler Memorial Library, Carlisle, Pa.

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Overton, Life and Letters of Ninon de L'Enclos.

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Arnold's Works, 15 vols., McM.
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Bibelot Magazine, complete set.
Burke's General Armory.
The Sphere, no. 970, Aug. 24, 1918, also no. 972, Sept. 7th.
The Complete Oxford Man, Hamilton Gibbs.
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Kavler, Inductive Logic, Oxford.
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Tennyson's Works, ed. Hallam, 6 vols., Macmillan.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Western New England, October, 1911, 3 copies.

John S. Browne, 17 W. 43rd St., New York

Chemical Abstract, Jan. and Feb., 1919.
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From Boniface to Bank Bueglar.
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Harvey Lect., Ser. 1, 1905-06.

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Les Ordinations Anglicanes Dalbus Furnand, by F. Partal (La Science Catholoque); also in Brochure, pp. 40, Arras 1894.
Les Ordinations Anglicans et le Sacrifice de la Masse, by F. W. Puller, S.S.J.E., Paris and London, 1896.
Responsio ad Batavos de Validite Ordinum Anglicanorum, J. Wordsworth, Salisburg, 1894.

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Les Ordinations Anglicans par F. Dalbus, compte rendu (Bulletin Critique 15 Juellet), by L. Duchesne, Paris, 1804.
De La Valeur des Ordinations Anglicanes, P. Gasparri.
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